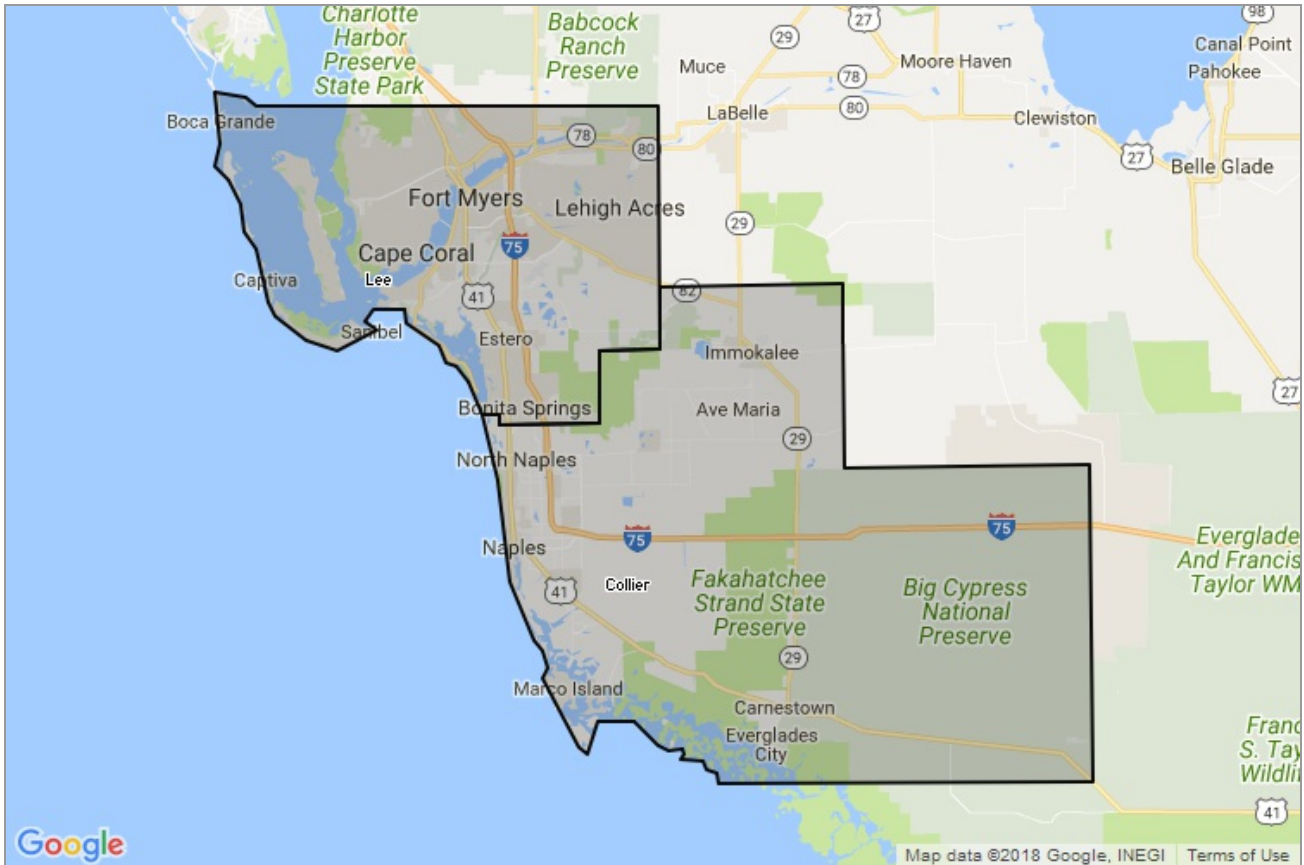




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2017 – 2/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/07/2018

Scheduled: Yes

Presented by

**Bonita Springs-Estero Association of
REALTORS®**

(239) 992-6771

<http://bearflorida.point2agent.com/>

25300 Bernwood Drive
Suite 1
Bonita Springs, FL 34135

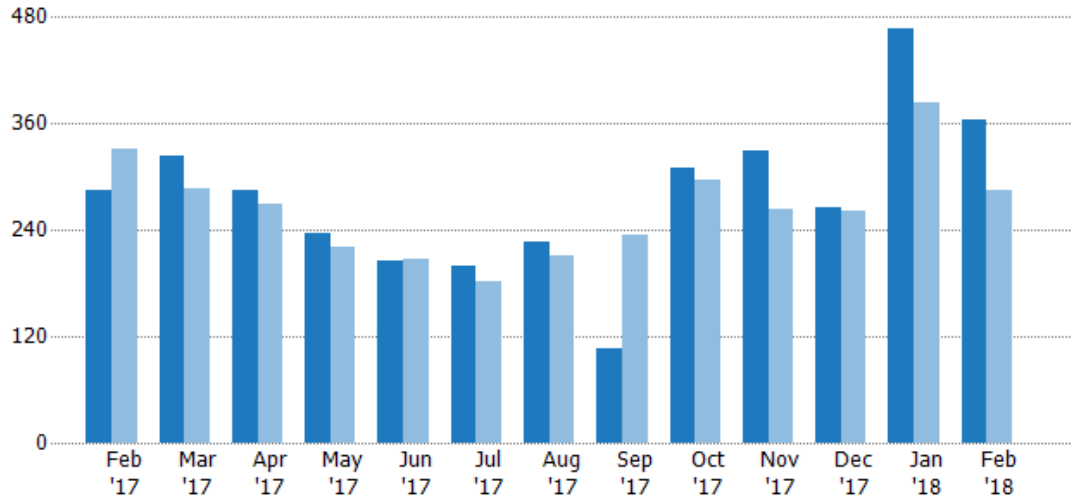
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '18	365	28.1%
Feb '17	285	-14.2%
Feb '16	332	-18.1%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	285	324	284	236	205	200	226	107	309	329	265	467	365
Prior Year	332	286	269	221	208	182	211	235	296	263	261	383	285
Percent Change from Prior Year	-14%	13%	6%	7%	-1%	10%	7%	-54%	4%	25%	2%	22%	28%

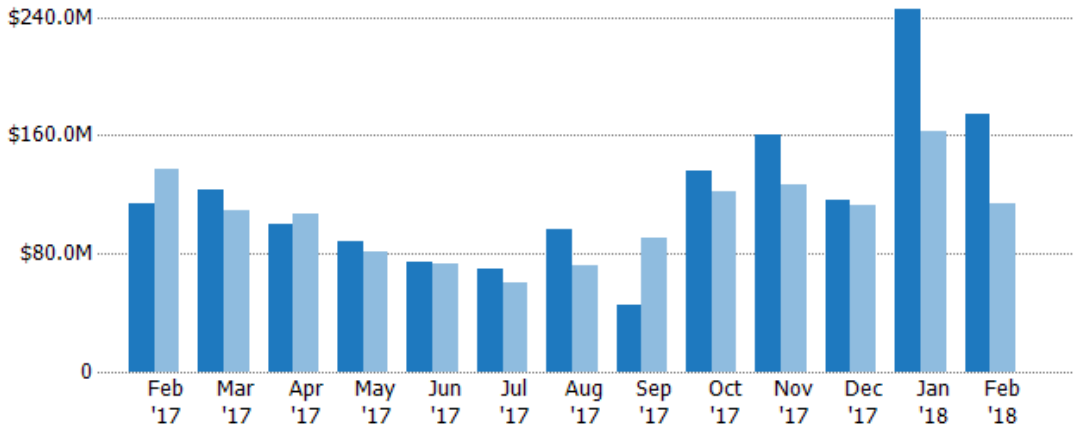
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Feb '18	\$174M	53.4%
Feb '17	\$114M	-17.4%
Feb '16	\$138M	-23.7%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$114M	\$123M	\$100M	\$88.8M	\$74.8M	\$70.1M	\$95.8M	\$45.2M	\$136M	\$160M	\$116M	\$245M	\$174M
Prior Year	\$138M	\$109M	\$107M	\$80.9M	\$73.3M	\$60.2M	\$71.4M	\$90.9M	\$122M	\$126M	\$113M	\$163M	\$114M
Percent Change from Prior Year	-17%	12%	-7%	10%	2%	16%	34%	-50%	12%	27%	2%	50%	53%

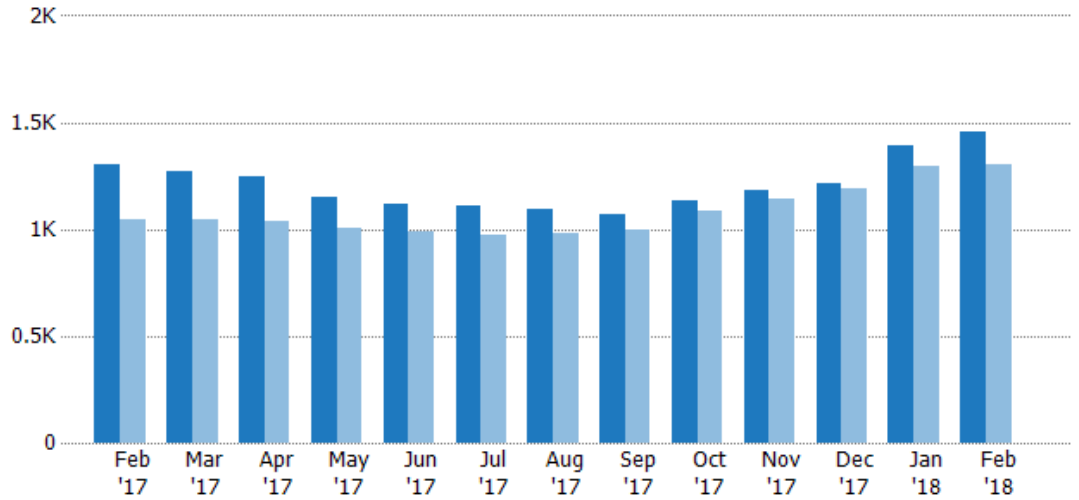
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '18	1.46K	11.6%
Feb '17	1.31K	24.8%
Feb '16	1.05K	-13.2%



Current Year	1.31K	1.27K	1.25K	1.15K	1.12K	1.11K	1.1K	1.07K	1.14K	1.18K	1.22K	1.4K	1.46K
Prior Year	1.05K	1.05K	1.04K	1.01K	986	972	979	998	1.09K	1.14K	1.19K	1.3K	1.31K
Percent Change from Prior Year	25%	21%	20%	14%	13%	14%	12%	7%	5%	3%	2%	8%	12%

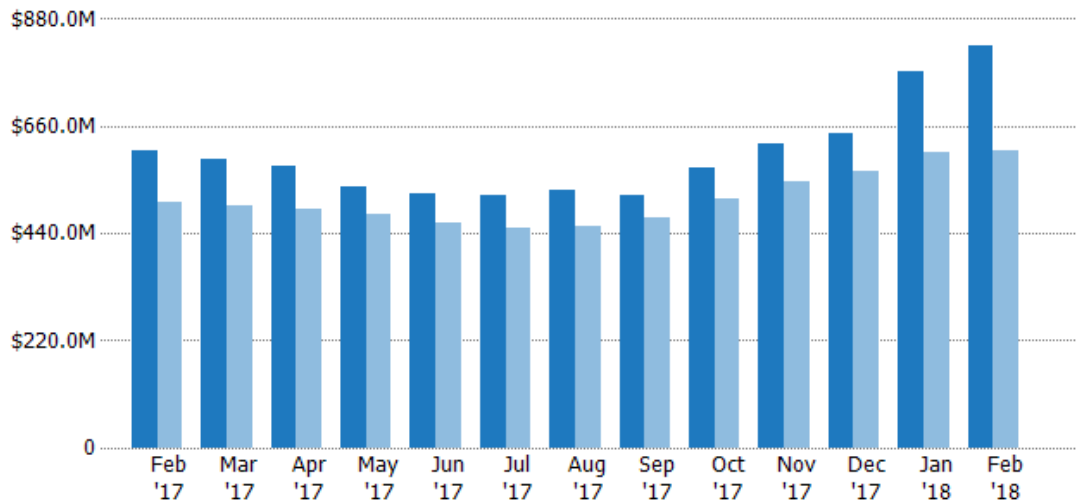
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Feb '18	\$825M	35.6%
Feb '17	\$608M	20.9%
Feb '16	\$503M	-14.8%



Current Year	\$608M	\$591M	\$576M	\$535M	\$522M	\$519M	\$530M	\$518M	\$576M	\$624M	\$646M	\$772M	\$825M
Prior Year	\$503M	\$499M	\$489M	\$479M	\$462M	\$451M	\$456M	\$471M	\$510M	\$548M	\$569M	\$607M	\$608M
Percent Change from Prior Year	21%	19%	18%	12%	13%	15%	16%	10%	13%	14%	14%	27%	36%

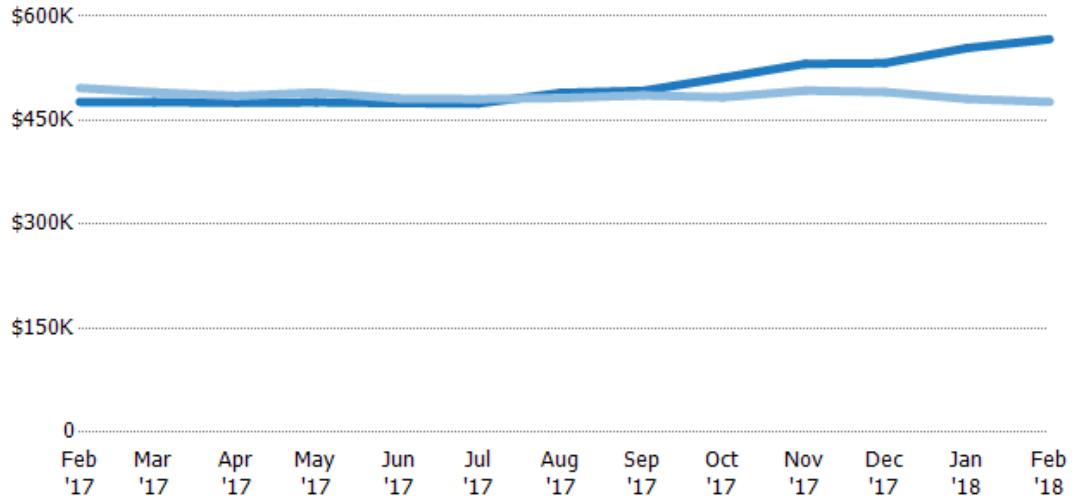
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Price	% Chg.
Feb '18	\$567K	19%
Feb '17	\$476K	-4%
Feb '16	\$496K	-1.6%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$476K	\$476K	\$475K	\$476K	\$475K	\$474K	\$489K	\$493K	\$511K	\$531K	\$532K	\$554K	\$567K
Prior Year	\$496K	\$490K	\$485K	\$490K	\$481K	\$481K	\$482K	\$486K	\$483K	\$493K	\$491K	\$481K	\$476K
Percent Change from Prior Year	-4%	-3%	-2%	-3%	-1%	-1%	2%	1%	6%	8%	8%	15%	19%

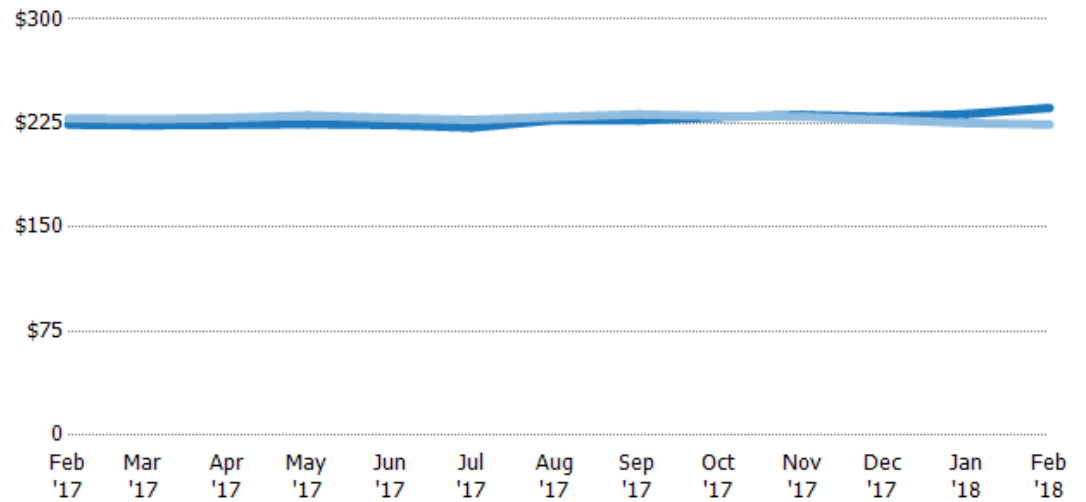
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Price/sq ft	% Chg.
Feb '18	\$236	5.3%
Feb '17	\$224	-2%
Feb '16	\$229	-1.2%



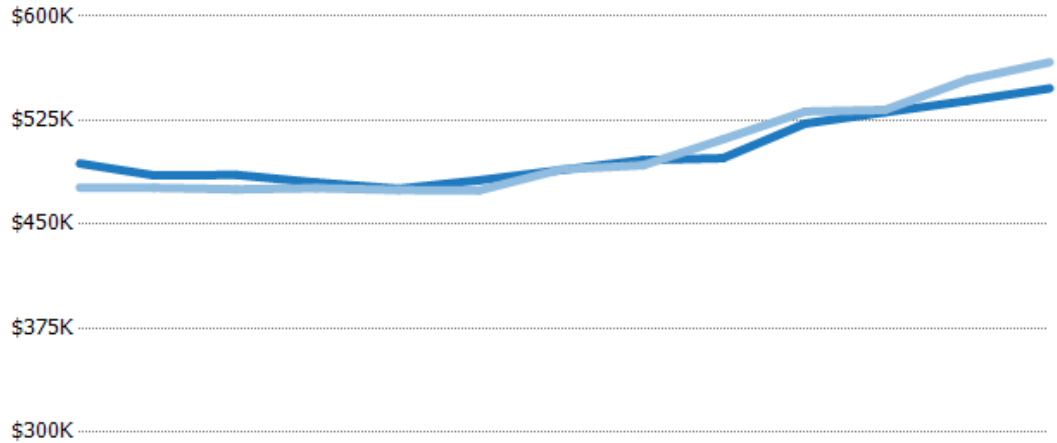
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$224	\$224	\$224	\$224	\$224	\$222	\$227	\$227	\$229	\$231	\$230	\$232	\$236
Prior Year	\$229	\$228	\$229	\$231	\$229	\$228	\$230	\$231	\$230	\$230	\$228	\$225	\$224
Percent Change from Prior Year	-2%	-2%	-2%	-3%	-2%	-2%	-1%	-2%	0%	1%	1%	3%	5%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

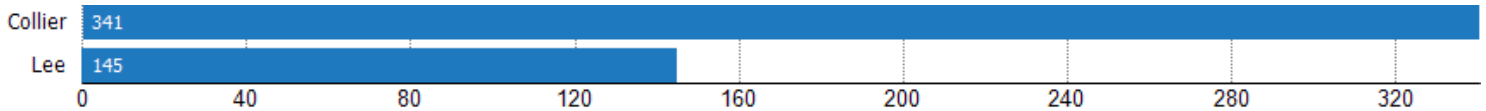


	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	\$494K	\$485K	\$486K	\$480K	\$476K	\$482K	\$489K	\$496K	\$498K	\$523K	\$531K	\$539K	\$548K
Avg Listing Price	\$476K	\$476K	\$475K	\$476K	\$475K	\$474K	\$489K	\$493K	\$511K	\$531K	\$532K	\$554K	\$567K
Avg Listing Price as a % of Avg Est Value	96%	98%	98%	99%	100%	98%	100%	99%	103%	102%	100%	103%	103%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: Collier County, Florida, Lee County, Florida



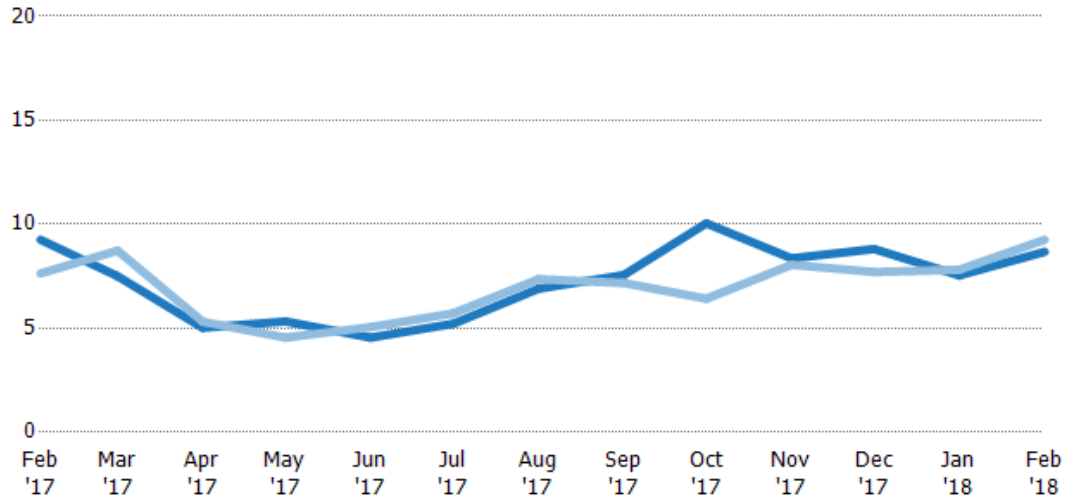
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Months	% Chg.
Feb '18	8.67	-6.3%
Feb '17	9.26	21.2%
Feb '16	7.64	-26.1%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	9.26	7.5	5.02	5.33	4.55	5.22	6.9	7.56	10	8.36	8.81	7.54	8.67
Prior Year	7.64	8.73	5.31	4.55	5.06	5.72	7.36	7.18	6.42	8.05	7.71	7.81	9.26
Percent Change from Prior Year	21%	-14%	-6%	17%	-10%	-9%	-6%	5%	56%	4%	14%	-3%	-6%

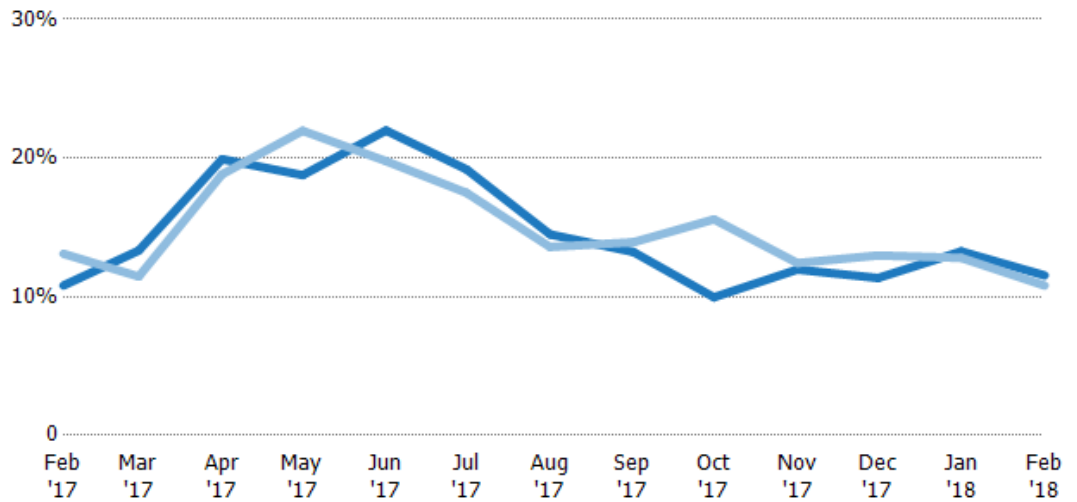
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Rate	Chg.
Feb '18	12%	-0.7%
Feb '17	11%	2.3%
Feb '16	13%	35.4%

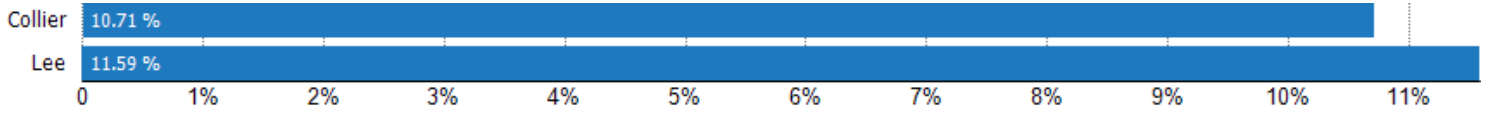


	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	11%	13%	20%	19%	22%	19%	14%	13%	10%	12%	11%	13%	12%
Prior Year	13%	11%	19%	22%	20%	17%	14%	14%	16%	12%	13%	13%	11%
Change from Prior Year	2%	-2%	-1%	3%	-2%	-2%	-1%	1%	6%	0%	2%	0%	-1%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida



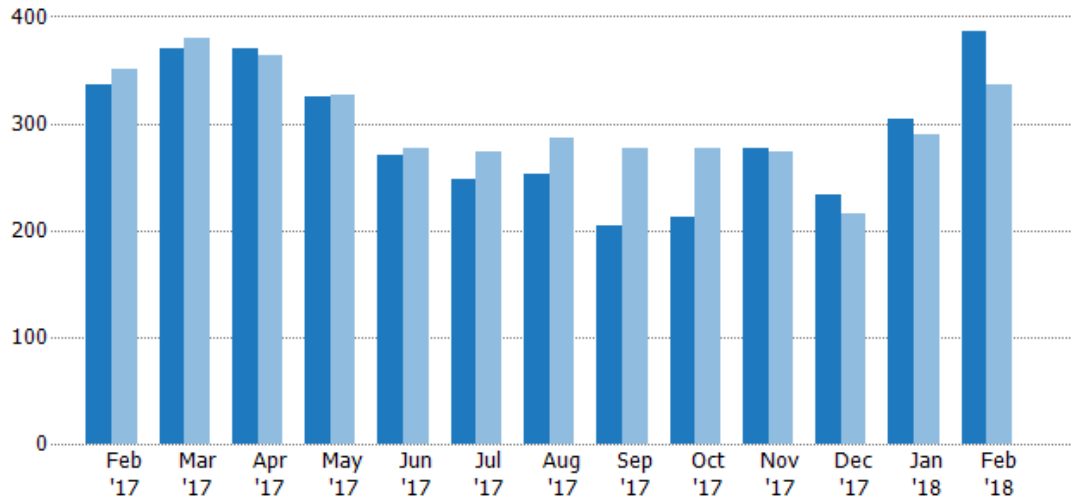
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '18	386	14.9%
Feb '17	336	-4.3%
Feb '16	351	10.5%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	336	370	370	325	271	248	253	205	212	277	233	304	386
Prior Year	351	379	363	327	276	273	286	276	277	273	216	289	336
Percent Change from Prior Year	-4%	-2%	2%	-1%	-2%	-9%	-12%	-26%	-23%	1%	8%	5%	15%

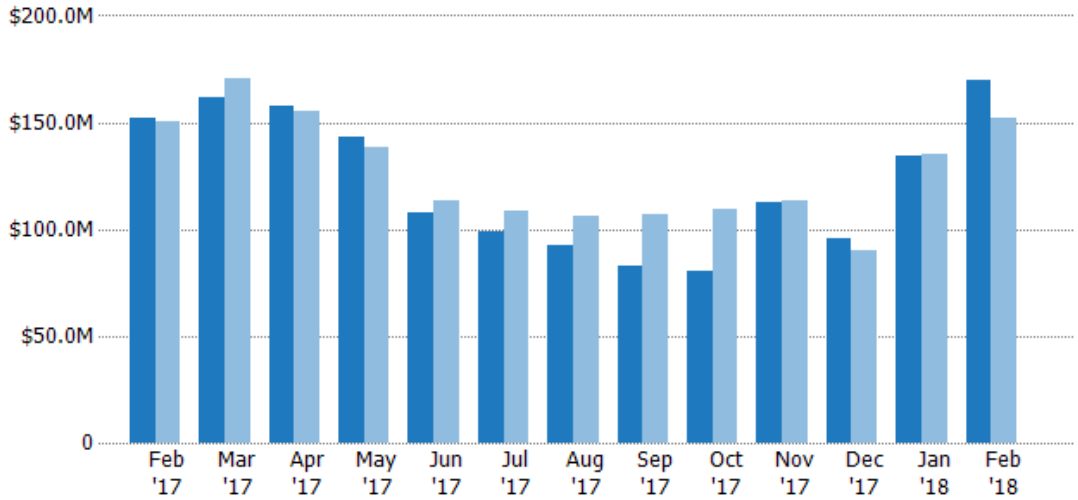
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Feb '18	\$170M	11.5%
Feb '17	\$152M	1%
Feb '16	\$151M	19.1%



Current Year	\$152M	\$162M	\$158M	\$144M	\$108M	\$98.7M	\$92.6M	\$82.9M	\$80.6M	\$113M	\$95.4M	\$134M	\$170M
Prior Year	\$151M	\$171M	\$155M	\$138M	\$113M	\$108M	\$106M	\$107M	\$109M	\$113M	\$90.3M	\$135M	\$152M
Percent Change from Prior Year	1%	-5%	1%	4%	-5%	-9%	-13%	-22%	-26%	-1%	6%	-1%	12%

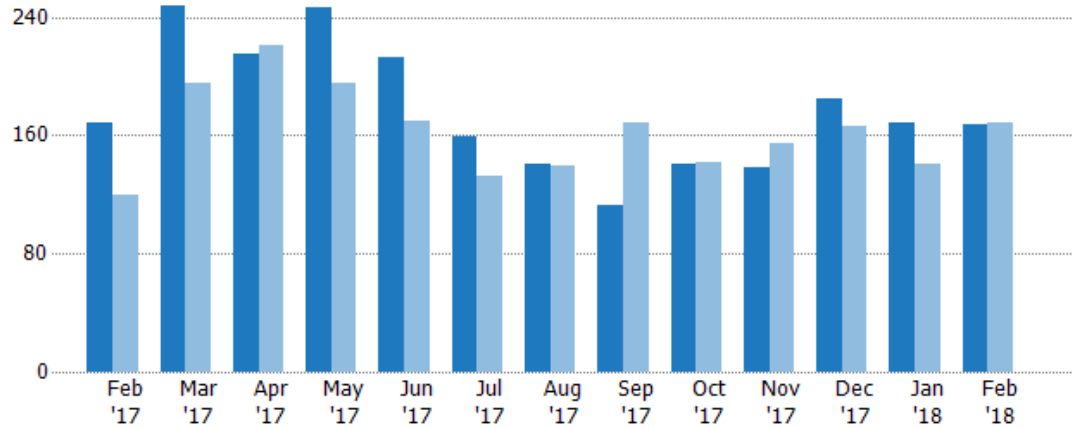
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '18	167	-1.2%
Feb '17	169	40.8%
Feb '16	120	34.2%



Current Year	169	248	215	246	213	159	141	113	141	138	185	168	167
Prior Year	120	195	221	195	170	133	139	169	142	154	166	141	169
Percent Change from Prior Year	41%	27%	-3%	26%	25%	20%	1%	-33%	-1%	-10%	11%	19%	-1%

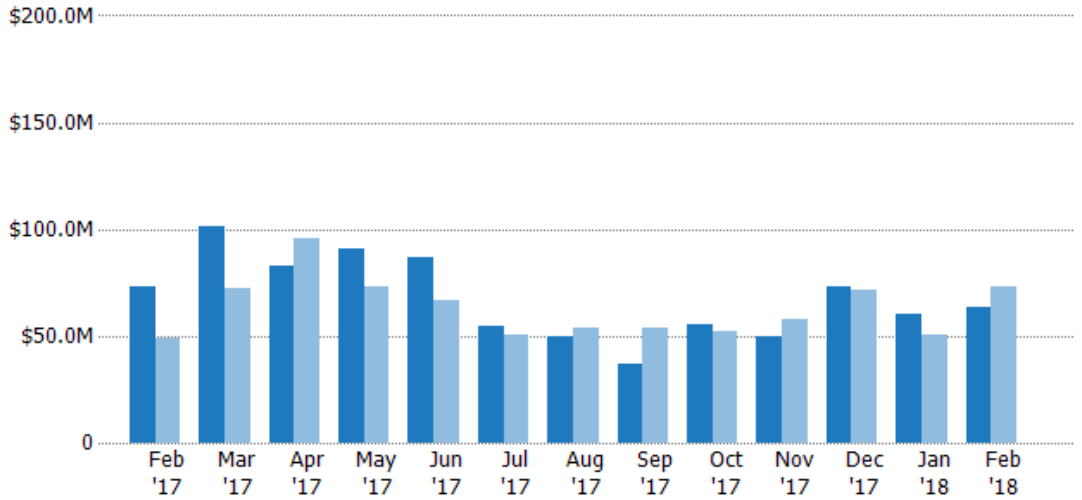
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Volume	% Chg.
Feb '18	\$63.8M	-12.9%
Feb '17	\$73.3M	48.5%
Feb '16	\$49.3M	35.4%



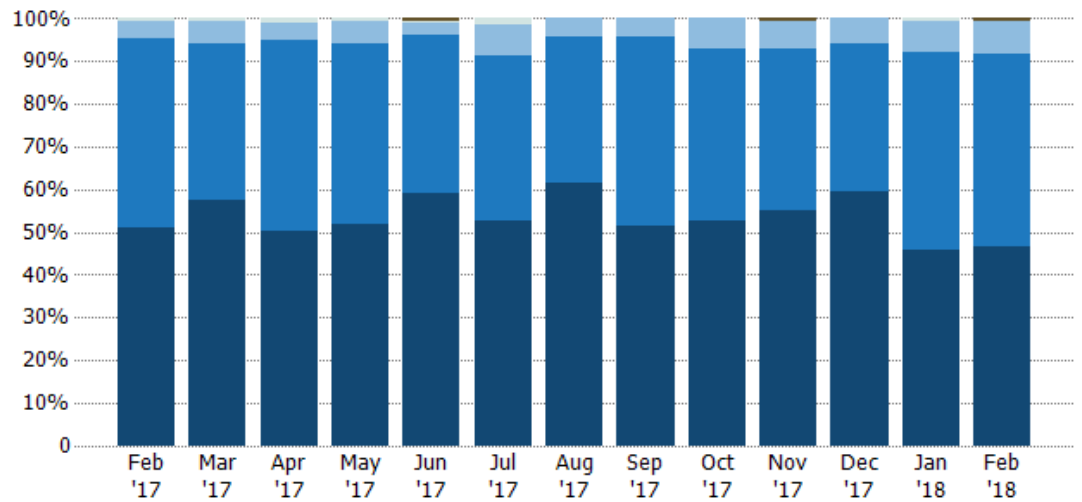
Current Year	\$73.3M	\$102M	\$82.7M	\$90.7M	\$86.8M	\$54.7M	\$49.9M	\$37M	\$55.2M	\$49.4M	\$73.3M	\$60.2M	\$63.8M
Prior Year	\$49.3M	\$72.3M	\$95.9M	\$73.2M	\$67.1M	\$50.5M	\$54.1M	\$53.8M	\$52.2M	\$57.6M	\$71.3M	\$50.9M	\$73.3M
Percent Change from Prior Year	49%	41%	-14%	24%	29%	8%	-8%	-31%	6%	-14%	3%	18%	-13%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Collier County, Florida, Lee County, Florida



Other	-	-	-	-	0%	-	-	-	-	1%	-	-	1%
Lot/Land	1%	1%	1%	1%	0%	1%	-	-	-	-	-	1%	-
Multifamily/Multiplex	4%	5%	4%	5%	3%	8%	4%	4%	7%	7%	6%	7%	8%
Condo/Townhouse	44%	36%	45%	42%	37%	38%	34%	44%	40%	38%	35%	46%	45%
Single Family Residence	51%	58%	50%	52%	59%	53%	62%	51%	52%	55%	59%	46%	47%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida

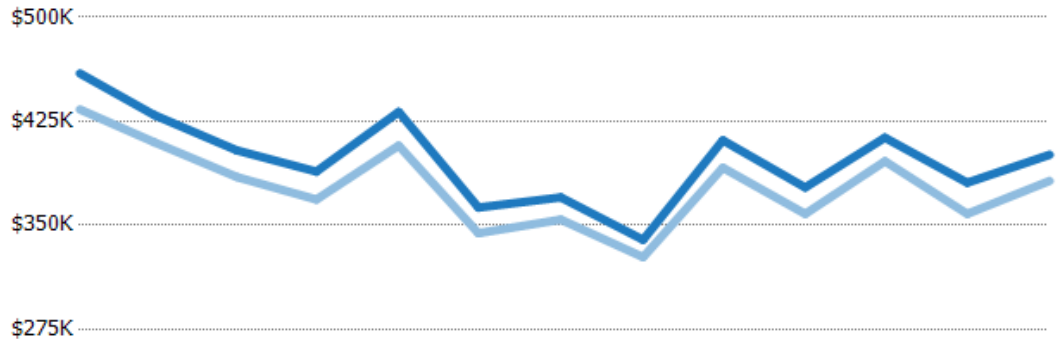


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



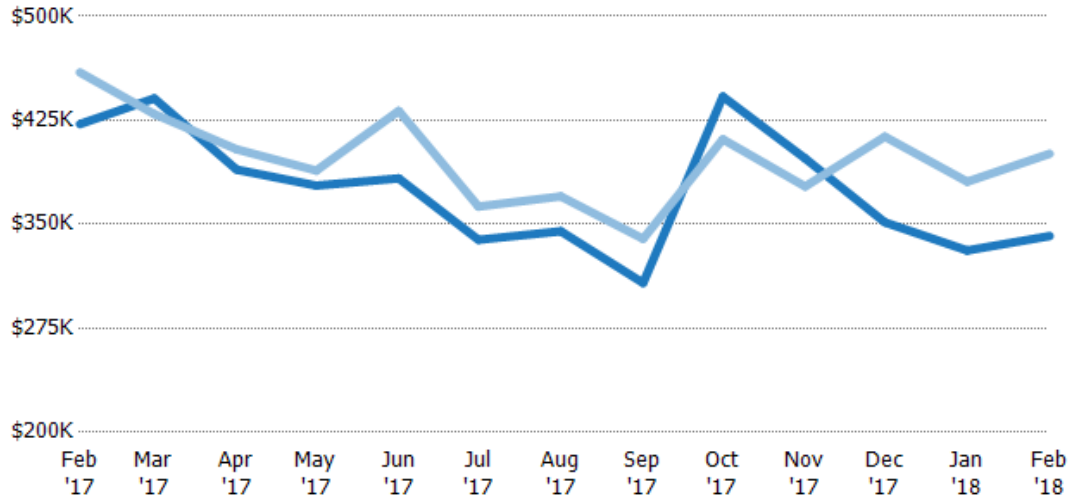
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	\$460K	\$429K	\$404K	\$389K	\$432K	\$363K	\$370K	\$340K	\$411K	\$377K	\$413K	\$381K	\$401K
Avg Sales Price	\$434K	\$410K	\$385K	\$369K	\$407K	\$344K	\$354K	\$327K	\$392K	\$358K	\$396K	\$358K	\$382K
Avg Sales Price as a % of Avg List Price	94%	95%	95%	95%	94%	95%	96%	96%	95%	95%	96%	94%	95%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Collier County, Florida, Lee County, Florida



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	\$422K	\$441K	\$389K	\$378K	\$383K	\$339K	\$345K	\$308K	\$442K	\$397K	\$351K	\$331K	\$342K
Avg Sales Price	\$460K	\$429K	\$404K	\$389K	\$432K	\$363K	\$370K	\$340K	\$411K	\$377K	\$413K	\$381K	\$401K
Avg Sales Price as a % of Avg Est Value	109%	97%	104%	103%	113%	107%	107%	110%	93%	95%	118%	115%	117%

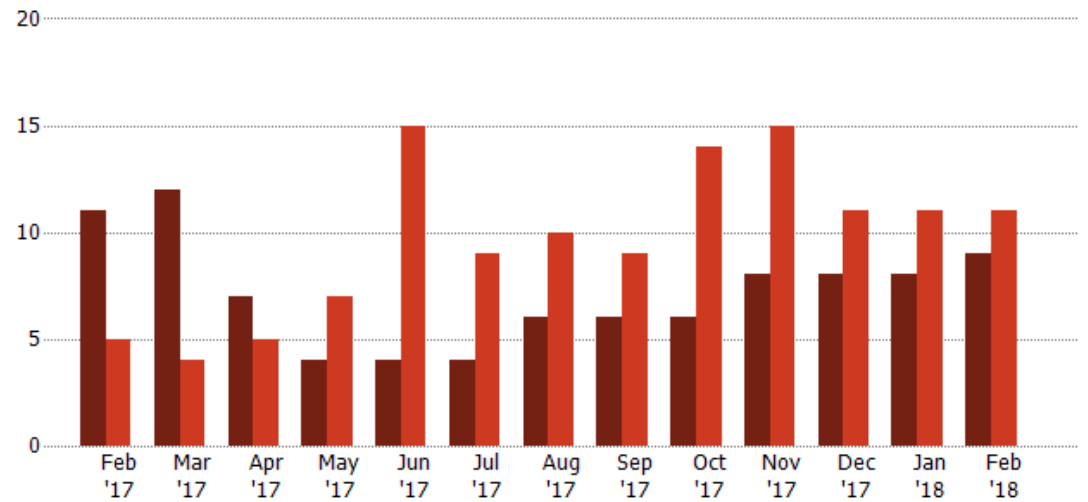
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: Collier County, Florida, Lee County, Florida

Month/Year	Count	% Chg.
Feb '18	9	-18.2%
Feb '17	11	120%
Feb '16	5	200%

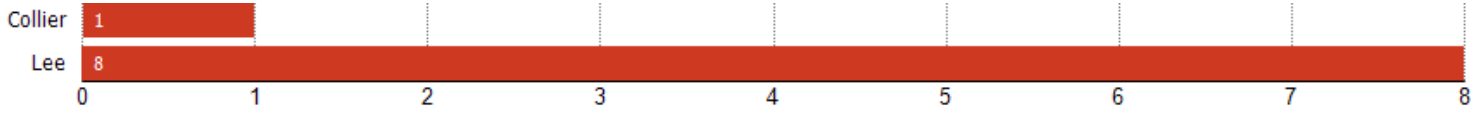


	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	11	12	7	4	4	4	6	6	6	8	8	8	9
Prior Year	5	4	5	7	15	9	10	9	14	15	11	11	11
Percent Change from Prior Year	120%	200%	40%	-43%	-73%	-56%	-40%	-33%	-57%	-47%	-27%	-27%	-18%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Collier County, Florida, Lee County, Florida



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 03/07/2018

Scheduled: Yes

Report Date Range: From 2/2017 To: 2/2018

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Collier County, Florida Lee County, Florida

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 2/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area